

## Message Text

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ORIGIN COME-00

INFO OCT-01 EA-10 ISO-00 EB-08 SP-02 ICA-11 AID-05  
NSC-05 TRSE-00 SS-15 STR-07 OMB-01 CEA-01 FRB-03  
/069 R

DRAFTED BY COM/BIE PR/OCA/IND-TFC:NDGLICK  
APPROVED BY EA/J:AROMBERG  
COM/BIEPR/OCA/:RESIMPSON  
STATE/EA/J/HCOCHRAN

-----010508 290208Z /14

P 282028Z SEP 78  
FM SECSTATE WASHDC  
TO AMEMBASSY TOKYO PRIORITY

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E.O. 11652: N/A

TAGS: ETRD, JA

SUBJECT: TRADE FACILITATION COMMITTEE -- FOURTH SENIOR  
REVIEW COMMITTEE (SRC) MEETING.

1. SUGGEST AGENDA FOR SUBJECT MEETING AS FOLLOWS: (1)  
BRIEF REVIEW OF TRENDS IN U.S.-JAPAN TRADE; (2) REVIEW OF  
TFC ACTIVITIES TO DATE -- EXPORT DEVELOPMENT ACTIVITIES  
AND MARKET ACCESS CASES; (3) FUTURE TRADE DEVELOPMENT  
ACTIVITIES AND MARKET ACCESS CASES; AND (4) OTHER  
BUSINESS.

2. CONSIDERING SHORT TIME BETWEEN SUBJECT MEETING AND  
LAST SRC MEETING, WE BELIEVE THAT THEME OF THIS MEETING  
MIGHT BEST BE A PREVIEW OF THE TFC'S SECOND YEAR AND THAT  
WE WOULD THEREFORE PLACE EMPHASIS ON AGENDA TOPIC (3)  
ABOVE. UNDER THAT AGENDA TOPIC WE WOULD COMMENT ON THE  
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GROWING NUMBER OF INDUSTRY-WIDE CASES THAT WE EXPECT TO  
RAISE IN THE TFC. WE WOULD ALSO COMMENT ON PRIVATE SECTOR  
MARKET ACCESS IMPEDIMENTS ALONG FOLLOWING LINES: AMERICAN

FIRMS ATTEMPTING TO SELL IN JAPAN ARE OFTEN OPERATING IN A  
MARKETING ENVIRONMENT DOMINATED BY TRADITIONAL SUPPLIER/  
BUYER RELATIONSHIPS THAT RESTRICT MARKET ENTRY. THESE

RELATIONSHIPS MAY REFLECT, INTER ALIA, A TRADITIONAL PREFERENCE TO "BUY JAPAN"; FINANCIAL AND/OR MARKETING ASSISTANCE OF ONE BY THE OTHER (BY THE SUPPLIER TO THE BUYER OR "VICE VERSA"); OR RESTRICTIVE PRACTICES BY ONE OR MORE JAPANESE FIRMS AIMED AT DOMINATING THE MARKET AND LIMITING COMPETITION. PURPOSE FOR RAISING THIS SUBJECT IS TO ADVISE JAPANESE OF WHAT WE PERCEIVE TO BE MARKET ACCESS PROBLEMS AND TO SUGGEST THEY GIVE SOME THOUGHT TO POSSIBLE ACTIONS TO MINIMIZE THIS PROBLEM. (FYI WE WILL BE SENDING EMBASSY SHORTLY A POSSIBLE TFC CASE INVOLVING ALLEGED UNFAIR BUSINESS PRACTICE BY LEADING JAPANESE

MANUFACTURER OF MUSICAL INSTRUMENTS TO PREVENT COMPETITIVE IMPORTS OF MUSICAL SYNTHESIZERS. (END FYI)

3. WE WELCOME EMBASSY COMMENTS AND SUGGESTIONS RE SUBJECT MEETING.

4. WE CONFIRM THAT SRC MEETING BE HELD AFTERNOON OF OCTOBER 12. CHRISTOPHER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE, MEETING AGENDA, COMMITTEE MEETINGS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 28 sep 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1978STATE247492  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** TFC:NDGLICK  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
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**Subject:** TRADE FACILITATION COMMITTEE -- FOURTH SENIOR REVIEW COMMITTEE (SRC) MEETING.  
**TAGS:** ETRD, JA, US  
**To:** TOKYO  
**Type:** TE  
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**Review Markings:**  
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